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NEWS ANALYSIS OF SECURITIES OF REAL ESTATE INVESTMENT TRUSTS

Realty Trust Review

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TRUST SHARES FOR YOUR ATTENTION

Older equity trusts are taking a new tack on growth, cash flow, earnings and dividends. Two exponents of change are *U.S. Realty Investments* and *First Union Real Estate Equity and Mortgage Investment*.....p.2

INDUSTRY TRENDS

New trust offerings continue strong and a tally of fourth quarter 1971 offerings.....p.7

INVESTORS CONTINUE TO SUPPORT NEW TRUST OFFERINGS

A new trust is not a pushover anymore, either to sponsor or underwriter. But our final tallies of fourth quarter new trust offerings and the January-early February pace provide evidence that investors will support new offerings with two big ifs--if the trust is sufficiently different to attract attention, and if the sponsor has enough credibility to convince investors he can provide a flow of suitable investments. This enhanced investor sophistication plus the large minimum size required for a trust of about \$10 million equity is the best protection investors have against this field being flooded with marginal offerings.

Our final tally of fourth quarter offerings (Page 8) shows a much larger total than previously reported Dec. 27, so that full year new offerings of \$986 million top the 1969 level, although still short of 1970's outpouring. The annual totals in millions:

	1969	1970	1971	Three years
Initial offerings-shares	\$880.8	\$ 949.0	\$806.1	\$2,635.9
-converts	50.0	361.7	180.0	591.7
TOTALS	\$930.8	\$1,310.7	\$986.1	\$3,227.6

The three-year total of \$2.6 billion is about 11.17% of the \$23.6 billion gross proceeds from all stock offerings during that span. Second round stock offerings add another 0.75% to that total, or about 12.0% of all stock offerings in the past three years. But the mix of new trust offerings has changed markedly, and last year has clearly marked the return of new-style equity trusts to investor interest. We commented on this in our Jan. 17 RTR; this issue reviews two older equity trusts who are re-shaping their operations to keep pace. Previous 1971 offerings are listed in RTR, Oct. 11 and page 44 of THE REAL ESTATE TRUSTS: AMERICA'S NEWEST BILLIONAIRES. Our interest in equity trusts is partly due to recurring industry talk that large standby commitments and recast loans are short-term trust areas. We continue to urge investors to insist upon sleeping quality portfolios in short-term trusts.

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PUBLISHED TWICE MONTHLY ON THE SECOND AND FOURTH FRIDAYS SUBSCRIPTION \$84 ANNUALLY GROUP RATES ON REQUEST

THE OLD-LINE OWNERSHIP TRUSTS ARE KICKING UP THEIR HEELS BUT NOT OVER CASH FLOW

Last week in Boston, trustees of *National Realty Investors* decided to try to infuse new life into a trust whose investment record can only be classed as indifferent. They relieved the trust's adviser, Cardinal Realty, Inc. of its duties and retained the New York real estate consulting firm of James Landauer & Co. in its place. NRI's most widely known problem had been the Dinkler Plaza Hotel in Atlanta, an aging hotel which accounted for nearly 15% of NRI gross assets and whose cash flow was sapped by competition from newer hotels, bearing out the real estate dictum that old hotels are among the riskiest of investments. Last Oct. 9, cash flow shriveled to the point where trustees halved the trust's quarterly dividend, then \$0.20. Trust shares plunged to a low of 5 1/8, more than 50% below book value of \$10.98 per share. Along with dismissal of its adviser, NRI trustees announced the trust would lose about \$1.75 per share for 1971, including a loss on exchange of the Dinkler--finally. And although shares have now recovered to about 7 upon the entry of Landauer upon the scene, a great deal of work remains before the portfolio is restored to health.

Willingness of NRI trustees to cut bait punctuates the new spirit of aggressiveness and experimentation now motivating the equity trusts. These are the trusts that own apartments, shopping centers, office buildings and other income properties. Most of the trusts formed in 1961-62 after the realty trust enabling legislation was passed in 1960 were ownership trusts, and most continued the prevalent real estate practice of paying nearly all of net cash flow* to shareholders in dividends, thus providing some tax shelter in the form of return of capital to shareholders.

But over the years the trusts have never really caught fire with large masses of investors and the plaint has been that investors don't understand the nuances of cash flow and tax shelter. They say the problem is that cash flow doesn't fit into the Wall Street mould of earnings per share. For instance, when the stock salesman in a Wall Street branch office pushes the buttons on his electronic quotation machine for a trust like *First Union Real Estate Equity and Mortgage Investments*, he learns that the company earned \$0.71 per share in its latest fiscal year but is paying \$0.88 per share in dividends. At best this is confusing, because the machine doesn't tell him anything about cash flow so he can understand the difference. Moreover, *The Wall Street Journal* and other financial media focus on earnings per share and typically ignore cash flow for most trusts and realty companies. And although this example does violence to the subtle ways investors apprehend cash flow--*General Growth Properties*, a trust, and *Rouse Co.*, a realty company, both sell at extremely high multiples of cash flow--it strikes to the heart of the quandary confronting ownership trusts.

The equity trust men have tended to berate Wall Street and Wall Street hasn't the time to do this kind of sophisticated educational job, and so it has gone in an endless circle. But one trust has recently surveyed its shareholders and finds an interesting fact: very few of its shareholders claim the return of capital tax shelter afforded through payment of depreciation. The average shareholder for this trust has less than \$6,000 invested, indicating many shareholders in low-tax brackets who have no appreciation of or need for tax shelter.

So inside a number of older equity trusts, the entire relation of cash flow and tax sheltered dividends is being rethought. Many of these trust managers are still committed to the idea that net cash flow--as we have defined it--remains the true measure of ownership trust performance. But they are becoming far less

*Net cash flow is net income plus depreciation and non-cash charges minus mortgage repayments.

committed to the idea that depreciation should be distributed. In this tentative and evolving view the ownership trust is the only vehicle that can retain significant amounts of cash for reinvestment in new properties. In other words there is a measure of built-in growth potential in the equity trusts.

But the record of the past decade of equity trust operations is that very few have seized this growth potential. And those that have, like *Real Estate Investment Trust of America* and *Franklin Realty*, find it a minor source of new investment funds. New stock offerings and bank borrowings have been much larger sources. The result has been that most equity trusts have quite modest growth in cash flow and/or earnings per share and as a result their share prices have been among the least dynamic sectors.

This is beginning to change, although the built-in limitations of leases, mortgages and other fixed obligations militate against the rapid changes possible in short-term mortgage trusts. The wind of change is rustling the ownership trusts and ultimately the new vision of slow and prudent growth in cash flow has to make today's stock prices modest. The table below summarizes the dividend policies of the largest equity trusts. Two trusts with quite different views of how this change affects them are reviewed below.

U.S. Realty Investments (19 $\frac{1}{4}$ -ASE) is one of the oldest equity trusts. It has been fairly successful over the years showing reasonably steady growth in cash flow and dividends while also going into short-term mortgage lending in 1969 to become the first of the hybrid trusts. Cash flow exceeded \$1.70 per share last year as the fourth quarter resurgence enabled results to improve on the annualized \$1.69 rate of the nine months. This compares to \$1.60 cash flow in 1970 and \$0.87 in 1966.

Given this performance over the years, management feels the shares are not fully recognized by the investment community. True enough, the trust is capitalized a little lower than the group average of the Equity and Combination trusts in our Statistical Review. This may be due to the trust being partly short-term mortgage without institutional affiliation, a factor for lower valuation in many cases. Additionally, the equity holdings are divided among shopping centers, office buildings and motels. This is good balance for property purposes but motels must be regarded as somewhat more cyclical ventures and cast an image requiring lower capitalization than other forms of real estate.

Trust	Year ended	CASH FLOW AND DIVIDENDS FOR EQUITY TRUSTS				
		-----Per share amounts-----			% of cash flow paid	% of div. tax exempt
		Earnings	Cash flow	Dividends		
Amer. Realty	Sept.	0.93	1.13	0.80a	70.8%	0.0%
First Union	Oct.	0.71	1.03	0.88	85.4	26.1
Franklin	June	0.67	0.80	0.76	95.0	49.0
Gen. Growth	Sept.	0.80	0.95	0.88	92.6	55.8
Hubbard RE	Oct.	1.62	1.92	1.46	76.0	0.0
Pennsylvania	Aug.	0.98	1.24	0.85	68.5	14.2b
REIT of Am.	Nov.	1.40c	NA	1.48	NA	0.0
U.S. Realty	Dec. 70	0.98	1.60	1.50	93.8	34.7b
Washington	Dec. 70	0.68	0.95	0.82	86.3	0.0b

a-\$0.20 considered an extra. b-Plus the following percentages of capital gains: Pennsylvania, 2.8%; REIT of America, 5.4%; U.S. Realty, 3.3%; Washington RIT, 34.1%. c-Before \$0.08 capital gains.

Getting back to management's assessment of the trust's appraisal, they feel cash flow is not fully appreciated by the Street and its own shareholders. This is often a problem and some real estate firms have been more successful than others in having their cash flow recognized. Since U.S. Realty pays out its cash flow, it relinquishes use of these funds and would like to have them properly utilized and valued by shareholders. Significant tax benefits accrue from these distributions: fully a third of 1970 dividends were a tax free return of capital and in 1971, 19% was tax free while 13% was taxable as capital gains. When shareholders were sampled, however, it found most smaller holders did not take advantage of these benefits.

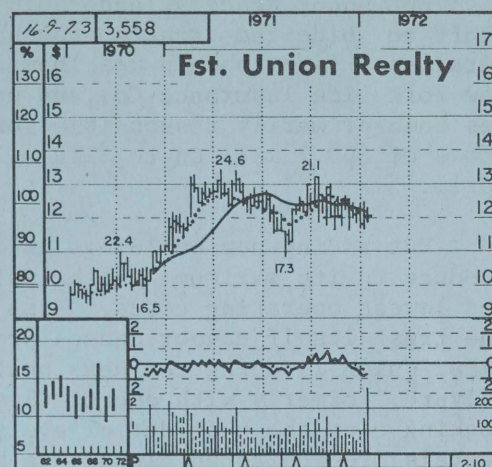
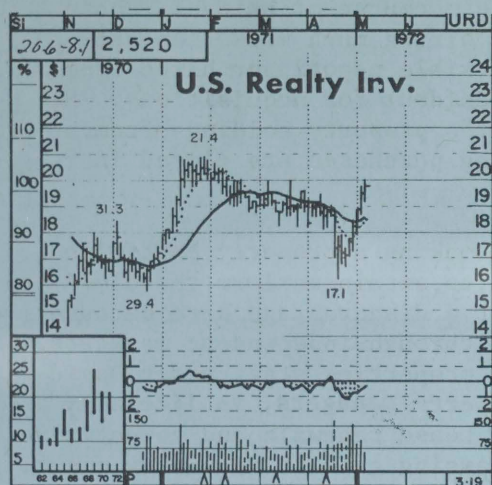
The officers have therefore concluded it might be best to shift some of future cash flow to earnings rather than continue to try to educate small investors to the value of real estate cash flow, equity build-up and tax shelter. They are considering doing this by selling properties to be developed in the future to groups interested in cash flow for tax shelter purposes. The groups will then rent the property back to U.S. Realty on a net lease basis plus a profit from a portion of the tax shelter gained. The net result would not be material from an evaluatory point-of-view by real estate analysis with the capital gains to earnings transfer being almost equal depending how the deals are structured. Long term, the trust can even keep its equity position by selling the properties with buy-back options after the tax shelter is exhausted. While almost equal, these transactions must be considered slightly inferior for real estate valuation purposes. Whether the improvement in higher reported earnings produces higher valuation for the shares and ultimate benefit for shareholders via future financing remains to be seen. We would like to believe cash flow is becoming more meaningful to investors, witness the strong reception given the new equity trust, *Continental Illinois Properties*. Admittedly, the evidence is not one sided as *Builders Investment Group* is selling below book.

The trust's equity portfolio has a gross value of over \$90 million with more than 34 properties in ten states. The main holdings are in twelve motor hotels, five shopping centers, and several office buildings. Much of the holdings are concentrated in Cleveland, the company's home office. Over 80% of rental income is from properties on a net lease arrangement. Several of the trust's more exciting new developments are a 47½% interest in a new development on 1,400 acres in Wheatfield, New York and joint development of a 1,400-unit, \$20 million apartment complex near Denver, Colorado. Both are with the respected investment builder-developer, Forest Cities Enterprises.

The short-term mortgage portfolio closed 1971 with \$36 million, only slightly higher than a year earlier. But the trust has \$60 million in unfunded commitments and should therefore resume growing through 1972. This portfolio yields 10.75% and the trust is still getting 4½-5% over prime. Bank lines are established for \$36 million of which the trust has taken down \$20 million.

The trust shares are selling for 10.5 times what we believe to be current cash flow earning power of \$1.84 and yielding 8.3% on the current annualized dividend rate. We feel this is a bit undervalued for a situation of basically good caliber and the shares are a holding of above average attraction.

First Union Real Estate Equity and Mortgage Investments (12 5/8, ASE), one of the oldest and largest equity trusts, is just now beginning to show results of a more aggressive growth policy. Net income has risen by 17.6% and 18.3% to \$0.60 and \$0.71 per share in the latest two fiscal years, ending October. More impressively, net cash flow--which management considers the most accurate yardstick of performance--gained 13.2% last year to \$1.03 per share, vs. only a 5.8% rise to \$0.91 per share. For the five years before that, net cash flow had hovered between \$0.81 and \$0.87 per share, so the gains of the last two years constitute a break-out from a very confining box.



Charts Courtesy R.W. Mansfield Co.

STATISTICAL PROFILE OF TWO EQUITY TRUSTS

Year	FIRST UNION (Years ended October)				U.S. REALTY INV. (Years ended December)			
	Gross assets* (Mil.\$)	-----Amounts per share----- Earnings	Cash flow	Div.	Gross assets* (Mil.\$)	-----Amounts per share----- Earnings	Cash Flow	Div.
1967	\$51.1	\$0.46	\$0.87	\$0.83a	\$52.8	\$0.38	\$0.95	\$0.86
1968	60.2	0.45	0.87	0.795	63.7	0.41	0.78	0.88
1969	68.0	0.51	0.86	0.84	105.1	0.52	0.83	1.19
1970	81.2	0.60	0.91	0.85	113.2	0.98	1.45	1.50
1971	101.3	0.71	1.03	0.88	125.0E	1.10E	1.72E	1.57
1972E	120.0	0.80	1.15	0.88	140.0	1.20	1.90	1.90

E-Estimated. *Net property plus depreciation reserve. a-Includes \$0.05/sh. extra.

Investors will note that in appraising this or any other ownership trust, we focus upon very long-term results and not the latest quarter. Returns to an equity ownership trust will tend to reflect long-term economic conditions in rental and vacancy rates, not current housing starts activity like the short-term mortgage trusts.

FUR's break-out began in 1968 when James J. Nance, formerly chairman of Cleveland's Central National Bank, took the helm as trust president. Nance found that the trust had been operated almost as a sideline by an advisory firm, which did little to nurture the trust's growth. The trust had been formed in late 1961 and sold \$13.25 million in shares (1,060,000 shares at \$12.50) to acquire the 972,000 sq. ft. Union Commerce Building in downtown Cleveland. Little more than a year later, the trust offered another \$11.44 million in shares (880,000 shares at \$13.00) to acquire the 436,000 sq. ft. 55 Public Square Building, also in downtown Cleveland. The Union Commerce building is leased to the bank of the same name through 1991, the lease effectively yielding 6.36% on the \$12.0 million cash investment by the trust. The Public Square Building has been leased to a large Cleveland realty firm under a lease whose terms are renegotiated yearly. But effectively the major commitment to Union Commerce Building placed the trust at a competitive yield disadvantage when interest rates began rising in the late 1960s. Moreover, the practice of paying nearly all net cash flow in dividends to shareholders had kept the trust strapped for operating cash. Nance found, for instance, that he couldn't even hire a secretary at first.

But under Nance's leadership the trustees charted a course of using in-house staff to guide the trust's growth. And this involved hiring much more than secretaries. First aboard was Thomas J. Hartigan, a flexible negotiator hired from New York Life Insurance Co. and now executive vice president for acquisitions. He has been primarily responsible for enlarging the trust's property holdings from a gross of \$60.2 million to \$118 million when outstanding purchases are closed in April.

But adding new buildings is only half the job of making a property portfolio produce to its maximum; the buildings must be managed to attain maximum rentals and lowest operating costs. Most equity trusts are at a disadvantage here because the trust itself cannot manage property but must deal through independent managers. First Union is doing the next best thing: an in-house properties staff under David Hilyard, formerly with one of Cleveland's largest property managers, is literally looking over the shoulder of every property manager. Lease renewals and competitive rentals are monitored closely to insure that no distressing gaps in vacancies occur. And in-house management expertise aids in sizing up property offerings, too.

To raise acquisition funds, FUR has gone into short-term borrowings through both bank lines and commercial paper. A \$5 million line negotiated in 1968 has now been expanded to \$20 million, \$10 million of which is intended for back-up lines for commercial paper. Last November the trust obtained a Prime-3 rating from the National Credit Office and at fiscal year-end had \$5 million in commercial paper outstanding. This and outstanding bank lines were retired when the trust sold \$20 million of 7% debentures, convertible at \$13, in December.

In the middle of 1969, FUR shareholders gave trustees power to make mortgage loans, invest in new buildings and partnerships, joint ventures and unimproved land being developed for new buildings. Far from being a case of "follow the leader"--short-term mortgage trusts were Wall Street favorites then--FUR has used its mortgage financing capability as a wedge to buy equity in proven cash flow. In the intervening years the trust has broken decisively with its Cleveland office building base and has invested in closed-mall shopping centers in Denver, Fairmount, W. Va., and Wilkes-Barre, Pa.; office buildings in New York, Atlanta and Dayton, a Detroit hotel and a group of K-Mart Stores.

FUR's acquisition of a 50% interest in the Fairmount and Wilkes-Barre malls, of 418,000 and 880,000 sq. ft. respectively, illustrates the trust's new found flexibility. Late in 1970, the trust was asked to buy a 50% interest in the Fairmount mall center, then 30% complete, for \$2.1 million, the price to return 12% to the trust on its cash investment. The trust was unwilling to make a straight construction loan, however, and agreed to fund its portion only as a second mortgage on four new shopping centers owned by the same developer, each of which contained a Sears, Roebuck store as the anchor tenant. This loan would then be convertible into the 50% equity in the Fairmount center when completed and rental cash flow high enough to cover all expenses, including the trust's 12% preferred equity return.

As the Fairmount center neared completion, the same developer, Crown Construction Co. of Johnstown, Pa., offered a 50% interest in a second center it had under construction, the much larger Wilkes-Barre, Pa. center. The price was fixed at \$3.1 million to return 11% to the trust, again with rental participations. To fund this investment, the trust extended its second mortgage loan on the Fairmount center and took an additional second mortgage on a fifth center, all convertible into the 50% interest in the Wilkes-Barre center when cash flow is proven. This latter deal will close in April.

Other deals have followed this pattern of using trust funds to acquire prime

equity. It recently bought 39-story, 585,000 sq. ft. One Oliver Plaza Building in Pittsburgh, a new building now nearly 100% leased, under a plan which returns the trust 11% on investment. Last summer the trust made \$1,335,000 in second mortgage loans on five K-Mart stores, the loans also convertible at the trust's option into 50% preferred equity interests. In late 1970 the trust also bought the Third National Building in Dayton, a 14-story structure built in 1925 in a prime downtown location. The trust is undertaking a complete facelifting on the building and will seek to bring rentals to prevailing rates of \$5.50-\$6.50 per square foot in renewals, vs. the \$3.43 the building returned last year.

Investors should note that trust reported earnings will decline when some of the mortgage loans are converted into equity--because the trust then will assume depreciation--although their terms generally mean cash flow will increase. Thus cash flow is the number to watch. Overall the property portfolio is of high quality with all buildings well located and large enough (only one is below 100,000 sq. ft.) to produce efficiency in management. With 2.6 million sq. ft. in office buildings, 1.8 million sq. ft. in mall shopping centers plus 700,000 sq. ft. in K-Mart stores, the gross portfolio (net cost plus depreciation) amounts to about \$23.15 per converted share. Property financing is conservative with the trust having a \$50.7 million cash investment over \$62.1 million mortgage debt when present commitments are funded.

The current dividend of \$0.88/sh. provides a 7.0% return on current prices, and these shares also benefit from a \$0.26 equity buildup through mortgage repayments last year, or an additional 2.1%. And there is the additional return provided by the 26% of dividend that was tax exempt last year, provided the investor claims this in his tax return. Thus overall return comes to 9.1%--plus, depending upon tax bracket, and we estimate this will rise to about 10% on market price during 1972. At today's prices the shares are unchanged from the original offering of \$12.50 per share in October 1961. This pricing scarcely does justice to either the change in direction or the longer-term values being built up here. The shares, which will soon switch from the ASE to the NYSE, are a choice buy for conservative income and longer term oriented accounts.

RECENT TRUST OFFERINGS STILL RAISING BIG DOLLARS

The new issue flow has remained active since the turn of the year with \$110.5 million being placed in January and \$10 million so far this month.

The recent newcomers: *IDS Realty Trust* on Jan. 28 came with \$50 million through one share and a warrant for half a share. Lehman Bros. underwrote. The shares have since traded actively with the units selling above the offering price of \$25. *IDS Mortgage Corp.*, the adviser, is part of the huge IDS complex whose subsidiaries placed \$900 million in real estate loans and also runs several billion in mutual funds. The trust has a flexible charter emphasizing short-term loans with the mix permitted to vary with long term and equity. Lehman Bros. will place commercial paper. Bernie Snoddy is president of the adviser. Address: 1050 Roanoke Bldg., Minneapolis, Minn. 55402.

Justice Mortgage Investors raised \$17.5 million Jan. 13 through one share and one warrant at \$20. Edwards & Hanly underwrote. Glenn Justice Mortgage Co., Texas oriented mortgage banker, will advise this short-term trust. Its mortgage banking originations are running at \$75 million in single-family and \$90 million commercial yearly. High yielding single-family loans are the key to prospects. Glenn Justice is president of the adviser. Address: 1400 Main St., Dallas, Texas 75202.

Citizens Growth Properties raised \$16 million through one share and one warrant at \$20 on Jan. 20. Prescott, Merrill, Turben underwrote. Citizens Financial, the real estate, mortgage banking, etc. complex, which manages National Mortgage, the short-term trust, is adviser. CGP is equity development oriented but is buying newish properties to get started. Robert Welsh is president of the adviser. Address: 600 Public Square Bldg.,

Cleveland, O. 44113.

Northwestern Financial Investors sold \$27 million via one share and one warrant on Jan. 18. Shields underwrote. Short-term and long-term investments will equal short-term borrowings and equity plus long-term debt, respectively. The adviser is a North Carolina bank. William McClain is president of the adviser. Address: 500 East Morehead St., Charlotte, N.C. 28201.

Henry S. Miller Realty Trust raised \$10 million Feb. 9 via shares. Rauscher Pierce underwrote. This equity trust is being run by the Henry S. Miller real estate and financial complex, a well regarded group. Vance Miller is president of the adviser. Address: 2500 One Main Place, Dallas, Texas 75250. 1971's fourth quarter:

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CAPITAL RAISED BY TRUSTS, FOURTH QUARTER 1971

Trust	Date	Type*	Initial Offerings		Mil. Shs.	-----Proceeds (Mil \$)-----			Underwriter
			Unit	Price		Equity	Conv. Debt	Total	
✓ BUILDERS INV. GP. Adviser: Housing Securities, Inc. 250 Park Avenue New York, N.Y. 10017	212/YU 6-7640	11/9 E	1/1	25	2,400	60.0	---	60.0	Shearson, Hamill
✓ CONT'L. ILL. PROP. One Wilshire Bldg. Los Angeles, Cal. 90017	213/680-9207	12/21 E	1/1	25	4,000	100.0	---	100.0	Lehman Bros.
✓ FEDERAL RTLY. INV. TR. 5530 Wisconsin Ave. Chevy Chase, Md. 20015	301/652-3360	12/14 LT	1/1	25	1,200	30.0	---	30.0	Goldman Sachs
✓ FIRST WISCONSIN MI 241 W. Wisconsin Ave. Milwaukee, Wis. 53202	414/276-6100	11/18 ST	1/1	20	750	15.0	---	15.0	Kohlmeyer
✓ GULF SOUTH MTG. INV. 5620 North Western Oklahoma City, Okla. 73118	405/848-2611	11/16 LT	5/0/100	200	750	15.0	15.0	30.0	Eastman Dillon
✓ HNC MTG. RTLY. INV. 1500 Main St. Baystate West Springfield, Mass. 203/226-4761	12/22 E	1/1	23	1,000	23.0	---	23.0	Loeb, Rhodes	
✓ ICM REALTY 600 Third Ave. New York, N. Y. 10016	212/986-5640	12/24 ST	1/1	15	1,000	15.0	---	15.0	Hayden, Miller
✓ KMC MORTGAGE INV. 2060 Idle Hour Center Lexington, Ky. 40502	606/266-3111	12/17 E	1/1	20	3,600	72.0	---	72.0	duPont Glore Forgan
✓ LARWIN REALTY and MT 9100 Wilshire Blvd. Beverly Hills, Cal. 90212	213/278-0860	11/18 ST	5/0/100	200	750	15.0	15.0	30.0	Drexel Firestone
✓ NJB PRIME INVESTORS 950 Clifton Ave. Clifton, N. J. 07013	201/473-6550	10/28 LT	5/0/100	200	1,250	25.0	25.0	50.0	White, Weld
✓ RTLY. MTG. INV. PACIF 44 Montgomery St. San Francisco, Cal. 94104	415/398-5721	12/21 ST	1/1	15	350	5.3	---	5.3	Eppler, Guerin
✓ RYAN MORTGAGE INV. 301 East 5th St. Forth Worth, Tex. 76102	817/335-5451								
Totals						377.3	55.0	432.3	
*E-Equity, ST-Short-term, LT-Long-term.									

*E-Equity, ST-Short-term, LT-Long-term.

CAPITAL RAISED BY EXISTING TRUSTS, FOURTH QUARTER 1971

Trust	Date	-----Unit-----		----Proceeds (Mil \$)-----		
		Sh/Wt/Deb	Price	Equity	Conv. Debt	Total
Amer. Realty Tr.	10/13	1/1	9.6	9.6	--	9.6
MassMutual Rlty.	10/14	0/0/1000	1000	---	50.0	50.0
Great Amer. MI	10/21	0/0/1000	1000	---	25.0	25.0
Lomas & Nettleton	10/28	1/	41.4	37.2	--	37.2
Capital Mtg. Inv.	11/4	0/0/1000	1000	---	25.0	25.0
Beneficial Std. MI	11/10	0/15/1000	1000	---	18.0	18.0
Realty Inc. Tr.	11/11	0/0/1000	1000	---	20.0	20.0
First Fideltiy	11/17	1/	15	7.5	--	7.5
First Union R.E.	12/16	0/3/100	100	---	20.0	20.0
Hotel Investors	12/16	0/0/1000	1000	---	15.0	15.0
TOTALS				\$54.3	\$173.0	\$227.3